

Advertising Your Timber Sale

Tennessee Department of Agriculture, Division of Forestry

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There are several steps to follow in preparing a timber sale notice. You must have accurate, reliable information and you need to send it to as many prospective bidders as possible. A professional forester can assist you with a list of reputable timber buyers. For additional advertisement of your timber sale, place an add in several area newspapers directing interested buyers to contact you for a complete description of the sale. A timber sale notice should include the basic information that will become part of the timber sale contract including:

- **Your name, address and phone number;** or the name address and phone number of the forester managing the sale.
- **The location of the timber to be sold.** Include a map and legal descriptions and directions for locating the area. Also, include how the sale boundaries will be marked.
- **A description of the trees or logs to be sold.** Include volume by species, diameter classes and sawlog grades if appropriate.
- **Type of bid you are expecting.** Either lump sum or scaled sale.
- **Type of sale.** Either sealed bid or unit sale.
- **Times when potential buyers can visit and inspect the timber sale area.** Usually, one month is allowed from the time notices are sent until the bids are opened.
- **The date, time and location when written bids will be opened.** Include how the successful bidder will be selected and notified.
- **Whether or not a down payment is required to bind the offer when the contract is signed.** An amount of 5 to 10 percent of the bid price is normally required.

- **Any limitations or special ownership considerations on the sale.** Such considerations include implementation of Best Management Practices. Harvesting deadline, restrictions on access, considerations when loggers cannot operate (i.e. excessively wet conditions), streamside management zones or buffers, snag or cavity leave trees, etc.
- **The requirement for a performance bond.** A performance deposit is an amount of money over and above the sale price (usually 10 percent of sale price) posted by the buyer when the contract is signed and held in escrow by the seller. The bond's purpose is to ensure that the buyer abides by the terms set forth in the contract. The performance deposit should be refunded immediately after the sale is completed and contract requirements are met.
- **Evidence that the logger carries workman's compensation insurance** for all members of the logging crew and has adequate liability insurance. Workman's compensation insurance will avoid possible legal complications if a logger is injured on your property. Be sure to see the logger's workman compensation insurance and liability papers to make sure they are in effect.
- **Statement of the right to refuse all bids.**

You should also specify the length of time that will elapse before the successful bidder is notified, usually within seven days after the bids were opened. The amount of time the successful bidder has to respond should also be included. Normally, ten days are allowed for a yes or no response.